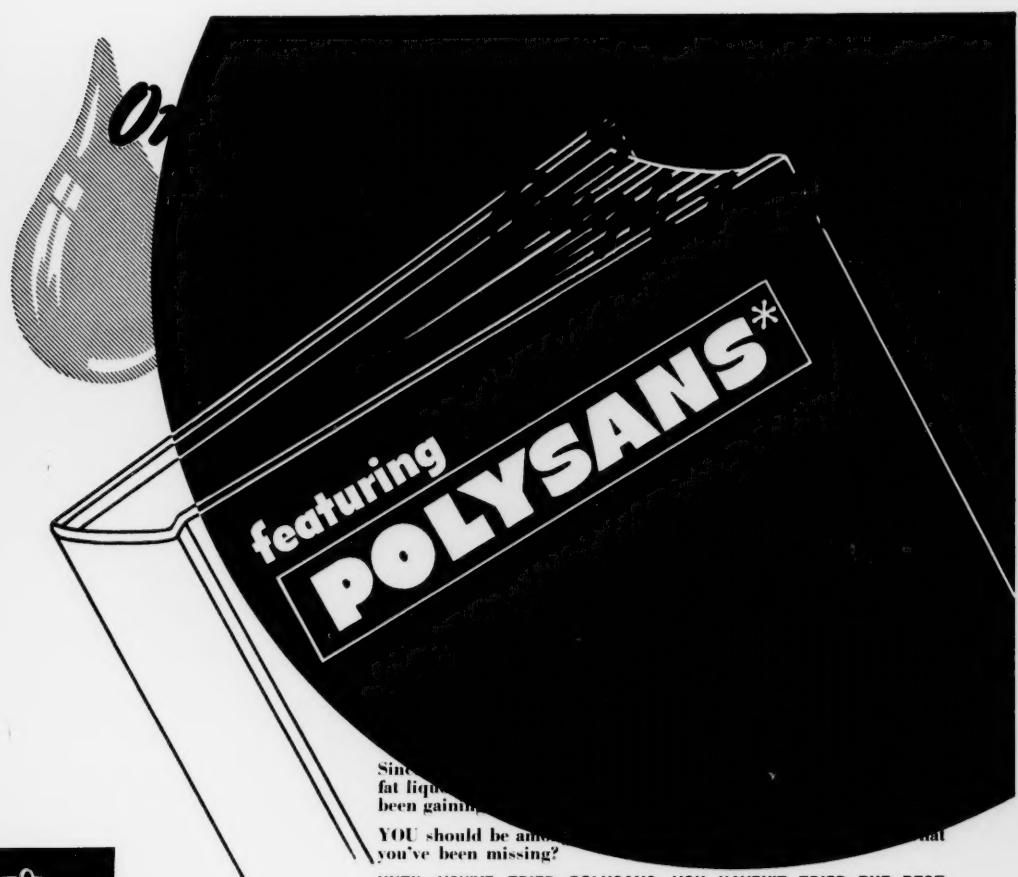


VOLUME 118  
NO. 14

# LEATHER

## *and* SHOES

SEPTEMBER 24,  
1949



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CONSHOHOCKEN, PA.

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FINISHES FOR UPPERS  
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BOSTON, MASSACHUSETTS

# EDITORIAL

## Cheaper Money And The Earthquake

EVERYONE expected eventual devaluation of the British pound. Nobody expected the drastic 30.5 per cent reduction, nor the sudden cascading of other currencies that has shaken world foreign exchange markets. With only the Yankee dollar remaining unaffected, the U. S. businessman now sits comfortably in the driver's seat waiting for all the traffic lights to change in his favor. If so, he may prove to be more than a little color blind.

Practically every currency in the world has just undergone, or is now undergoing, devaluation of from 10 to 30 per cent. To the U. S. shoe and leather industry this is extremely significant in terms of probable shifts in costs, prices and supplies.

In simplest terms, the result of the world currency devaluations may be outlined as follows:

(1) The U. S. tanner will pay less for raw materials on world markets.

(2) But the U. S. tanner, shoe manufacturer and leather products manufacturer will meet much more competition from foreign leathers and leather products seeking lucrative U. S. markets.

(3) However, the U. S. tanner and leather products manufacturer should be able to meet this competition successfully because of his cheaper costs for imported raw materials enabling him to sell his finished goods at lower prices.

Thus, currency devaluations will intensify competition in world trade. Obviously there are a lot of intricate ins-and-outs that will make this picture extremely complex, but the above outline is the essential gist of its chief possibilities.

How significant is the world currency devaluation to the U. S. shoe and leather industry? "Normally," we import about 100 per cent of our goatskins, 80 per cent of our sheepskins, 95 per cent of our reptile skins, 30 per cent of our calfskins, 20-25 per cent of our hides, 70 per cent of our natural tannins. Other types of rawstock imports represent from 25

to 100 per cent of total production of finished leathers.

Every tanner and leather buyer is asking, "What will happen to rawstock and leather prices, and to supplies?" No one doubts that something will happen. On paper, a 10-30 per cent reduction in exchange rates means a 10-30 per cent reduction in costs of imported rawstocks to be reflected in our domestic leather prices.

But the answer is hardly as simple as that. Though currency rates are officially fixed by governments, prices of raw and finished products within those governments are determined by free traders. Thus, though there is a ratio between value of currency and value of goods, it is a highly flexible ratio determined, in a free-trade market, by the traders themselves—by the old law of supply and demand. And therein lies the whole "hitch" to how prices will be affected.

See how it works. England, for instance, will be forced to a lower living standard. If English tannery workers demand higher wages, as is likely, then the cost of finished leather goods will be higher. The same goes for foreign packing houses producing hides and skins. Thus the 30 per cent currency reduction is one thing on paper, another in reality. The "bargains" may not be as extreme as anticipated here.

No country, accustomed to a certain level of living standards, will for long tolerate lower standards.

The costs for raising living standards will come out of a country's commercial enterprises, and this in turn will raise the price of those commodities sold on world or domestic markets. The gap between devalued currencies and prices of goods will rapidly close, be sure.

Moreover, there is still the supply problem and the complexities of import-export regulations in many foreign countries. The mere fact that goods will be cheaper to buy does not mean that they will be more easily available. And several important types of rawstocks are still in short supply.

But it will be interesting to watch the reaction of U. S. tanners, shoe manufacturers and leather goods producers as America becomes the big target for imported finished leather goods. Certainly we can look to encouragement to such imports by our government's effort to lower tariffs—for the very essence of currency devaluations is to enable foreign countries to earn more Yankee dollars and thus strengthen their economies by virtue of trade rather than loans and gifts.

We shall have to face the reality of two-way trade traffic and all its connotations. These countries have taken a courageous and healthy step certain to strengthen the world economic structure and closer approach free world trade for which we've long clamored. They will first have to make enormous sacrifices before their revitalization program materializes. The responsibility of seeing to their recovery—so vitally linked to our own prosperity and future—is wholly ours. For us, in theory, to buy their raw materials at 30 per cent lower prices and resell them the finished products from those raw materials at 30 per cent higher prices, is a one-way road certain to terminate in glut at one end and barrenness at the other.

The reshuffling of world currencies in an effort to bring the value of currencies in more realistic line with the value of goods is the very essence of the democratic free trade we have long hoped for. It holds every promise of strengthening world economy—provided that the U. S. and its businessmen recognize and assume the full responsibilities of their role.

### NOTICE

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BY MACHINE



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**UNITED SHOE MACHINERY CORPORATION, BOSTON, MASSACHUSETTS**

# NEWS

## Price Hikes, Curtailed Imports May Offset Devaluation Benefits

### Tanners' Council sees small chance of sharp changes in hide and skin markets.

Devaluation of the British pound sterling and other currencies this week may point the way to "healthier foreign trade conditions" for U. S. tanners but will bring no "sharp changes" in hide and skin supplies and prices, the Tanners' Council warned this week.

News that the British pound had been devaluated by 30.5 percent and many currencies cut up to 30 percent led many tanners to look for drastic price cuts in foreign hides and skins.

"In appraising the results of devaluation for the tanning industry in terms of potential hide and skin supplies, various possibilities must be treated with a great deal of reserve," the Council warned. "U. S. imports come from other parts of the world as well as from the sterling area. Within the sterling area itself, there may be greater pressure for supplies by sterling countries since the latter may be compelled to curtail imports from outside the bloc.

"In addition it is impossible to estimate how much prices will rise in markets of origin, expressed in the various new local currencies. Canadian hides have been increased 10 percent by the Canadian packers to offset the 10 percent cut in the Canadian dollar. Such benefits could offset the concrete benefits of devaluation."

### Costs Unchanged

Pointing out that there was nothing in sight to justify the expectation of sharp changes in tanners' costs, the Council emphasized that domestic raw material provides the great bulk of tanners' supplies. "What could happen to the small proportion of the supply which is imported might be of less consequence than the or-

dinary fluctuations in domestic markets. Months may elapse before there is any concrete indication of a new pattern of supply, demand and costs in foreign markets. At best, this could only bring a negligible change in the aggregate cost of making leather."

The Council warned that devaluation should not be allowed to interfere with sound plans for manufacturing, promoting and selling shoes or other leather goods which consumers want or need. "It will probably be found that any gain based upon conjecture of what new currencies will do will be far less than the loss from failing to do business and having merchandise on hand when it is wanted," it said.

The Council declared it dangerous and unreasonable to form any conclusions other than:

1. Devaluation may point the way to healthier foreign trade conditions and thus ultimately benefit the U. S. tanning and leather consuming industries.

2. There is no assurance that devaluation will immediately bring added raw material supplies to the U. S. though it could help broaden tanners' raw material supply base and thereby aid market stability.

3. There is nothing immediately in sight to indicate tanners' costs will be materially reduced, if at all.

### ECA Hide Mission Now In Europe

A four-man board, appointed by the Economic Cooperation Administration to study the expenditure of Marshall Plan funds in procuring hides and skins for the European leather industry, is now in Germany, it was learned this week. The board, which flew to Europe last week, will confer with various ECA offi-

cials concerning the efficient and economical use of ECA hide and skin authorizations.

Heading the mission is Julius G. Schnitzer, chief of the Textile and Leather Division, Dept. of Commerce. Other board members include Jewett F. Neiley, member of the board of directors and hide buyer for Endicott-Johnson Corp., who will act as technical adviser on upper leather raw materials; Theodore L. Sweet, chief of the ECA Raw Materials Division; and George Hegner of Howes Leather Co., Boston, technical advisor on sole leather raw material.

### Dept. Store Sales Down

Department store sales of women's shoes fell 17 per cent during July from the same month in 1948, according to the Board of Governors of the Federal Reserve System in a monthly study of 227 leading department stores. In the first seven months of 1949, sales were down five per cent from the corresponding period in 1948.

Sales of children's shoes in department stores during July fell 16 per cent from a year ago and were off six per cent for the seven months' period. Men's and boys' shoes and slippers were down 13 per cent for July and six per cent for the seven months' period, according to reports from 198 department stores.

End-of-month stocks of women's shoes were two per cent larger than last year but children's shoes showed a drop of one per cent in this respect. Stocks of men's and boys' shoes and slippers fell five per cent for the same period.

In the basement divisions of 129 department stores, total sales of all types of shoes during July fell 16 per cent from the same month last year and six per cent for the seven months' period. End-of-month stocks were down one per cent from July 1948.

### Wholesalers' Sales Up 25%

Shoe wholesalers did 25 per cent more business in July than the previous month, according to Dept. of Commerce reports based upon an analysis of 27 large wholesalers with sales totaling \$23,316,000. Although July sales ran five per cent ahead of the same month a year ago, totals for the first seven months were nine per cent less than in 1948.

End-of-month inventories reported by 18 wholesalers showed stocks down 10 per cent from June but 18 per cent higher than July 1948. Value of inventories was listed at \$12,777,000. Stock to sales ratio

was 101 per cent in July, 211 per cent in July 1948, and 99 per cent in June 1949.

Sales of leather and shoe findings wholesalers during July were down 16 per cent from the previous month and 27 per cent from July 1948, based on reports from 32 large firms. Sales for the first seven months fell 12 per cent from the corresponding period in 1938. Dollar sales in July totaled \$442,000.

End-of-month inventories rose one per cent over June and three per cent over July 1948, according to 16 firms which reported dollar values at \$1,134,000. Ratio of stock to sales was 481 per cent in July 1949, 345 per cent a year ago, and 386 per cent in June 1949.

### **Aug. Shoe Output Up 4%; Sept. May Hit 42.5 Million**

Shoe production during Aug. totaled 43 million pairs, an increase of four percent over Aug. 1948, the Tanners' Council estimates. Sept. output is estimated at 42.5 million pairs or one percent more than Sept. 1948. Totals for the first nine months should approximate 348,476,000 pairs, 1.3 percent less than the 353,071,000 pairs turned out in the corresponding period a year ago, the Council adds.

### **Wyman Opens Sole Leather Firm**

Eugene L. Wyman, well-known sole leather executive, has opened his own firm, E. L. Wyman, in Boston, where he will handle various lines of sole leather, offal and cut stock. Wyman's offices are located at 60 South St.

Active in the trade for many years, Wyman has been associated with U. S. Leather Co., New York City, for the past 20 years as a sales executive in the Boston office. Most recently he was New England manager for the company's Whole Leather Division. Previously, he was identified with Taber Wheeler Co.

Wyman is a past president of the Boston Boot and Shoe Club and a former director of the New England Shoe and Leather Assn. He is still active in both organizations.

### **O'Flaherty To Address Wisconsin Tanners' Club**

Dr. Fred O'Flaherty, technical director of the Tanners' Research Laboratory, University of Cincinnati, will be principal speaker at the opening fall meeting of the Tanners' Production Club of Wisconsin, Oct. 7, at the Plankinton House, Milwaukee.



*A visitor's view of the attractive men's shoe exhibit staged at the Brockton Fair, Sept. 10-17, by 16 member firms of the Associated Shoe Industries of Southeastern Massachusetts. More than 400 shoe styles made in the Brockton area were displayed on large tables topped with huge cutouts of men's shoes. The display occupied 8000 sq. ft. in the industrial arts building and drew upwards of 200,000 people throughout the eight days of the fair. The exhibit was under the direction of the publicity and development committee of the Association with Deane E. Alexander, advertising manager of Geo. E. Keith Co., as chairman working with Walter T. Spicer, Association secretary.*

### **Trask Marks 25th Year**

Arthur C. Trask Co., Chicago manufacturer of tanning materials, celebrates its silver anniversary this year. The company was founded in 1924 by its president, Arthur C. Trask, and has since become a leading producer of chemicals, waxes, sulphurated and processed oils and fish oils for the tanning industry.



**ARTHUR C. TRASK**

Trask has been active in the industry since 1901 and was associated for 20 years with Marden, Orth and Hastings before organizing his own firm. He was later joined by his sons, Hugh and Eugene Trask, both of whom are now active in the company. The Trask Co. has two manufacturing plants located in Chicago.

### **Mars, Yaeger Promoted At Ansul Chemical Co.**

Ansul Chemical Co., Marinette, Wis., has announced the appointment of C. Victor Mars, former sales manager of the Industrial Chemical Division, as manager of the company's New Products Dept. Robert J. Yaeger, associated with the firm for the past four years, succeeds Mars as Industrial Chemical sales manager.

In his new position, Mars will coordinate all new product and development work. The firm is seeking new industrial uses for its two chemicals (sulfur dioxide and methyl chloride) as well as new products based on these chemicals. Mars has been with Ansul for 18 years and the last 10 as head of the Industrial Chemical Division.

### **Selby Back To Normal**

Shoe production at the Selby Shoe Co., Portsmouth, O., is approaching normalcy after being halted for three months this summer by a strike, according to a statement mailed stockholders. "While the strike cost the company approximately \$500,000, every department in the plant is now fully employed," the statement pointed out.

Company officials reported that cooperation of retail outlets resulted in the firm's salvaging a large percentage of its fall shoe business. Selby's financial condition remains strong, they said, with steady worker employment indicated for the remainder of the year.

# Relation Of Foreign Currency Rate Changes To U. S. \$ And U. S. Hide And Skin Imports\*

## Foreign Exchange Rate To U. S. \$\*\*

Country	Currency	Former	Present	% of Change	Hide and Skin Imports (in thousands)			
					cattlehides	calfskins	goat and kid skins	sheep and lamb skins
Aden					—	—	137	55
Algeria	franc				—	—	18	—
Arabia	pound				—	—	965	311
Argentina	peso	.209			2,386	167	1,870	6,286
Australia	pound	3.22	2.24	30.5	22	125	1	1,713
Barbados					—	2	—	11
Bolivia	boliviano	.0238			—	—	—	19
Belgium	franc	.0228	.02	12.	2	—	—	—
Brazil	cruzeiro	.0544			597	24	3,794	1,505
Burma	rupee	.3025	.21	30.5	42	145	—	327
Canada	dollar	1.00	.90	10.	476	349	—	727
Chile	peso	.0340			—	—	—	—
China	yuan \$			5.4	7	2	999	1
Colombia	peso	.5128			36	—	170	25
Cuba	peso	1.00			77	—	—	—
Dominican Republic	peso	1.00			21	—	216	7
Ecuador	sucré	.0760			13	—	—	—
Egypt	pound	4.183	2.871	31.4	—	—	258	407
Ethiopia					—	—	421	13
Finland	mark	.0074	.0022	29.5	—	27	—	—
France	franc	.003	.0028	6.7	—	—	2	7
Germany	mark				—	3	—	—
Greece	drachma	.0002			—	—	—	1
Guatemala	quetzal	1.00			12	—	—	—
India	rupee	.3023	.21	30.5	143	146	16,083	149
Iran	rial	.0313			—	—	794	166
Ireland	pound	4.03	2.80	30.5	—	—	—	—
Italy	lira	.0018			13	2	84	—
Jamaica	peso				—	—	131	—
Lithuania					—	22	—	—
Mexico	peso	.1157			138	16	1,177	—
Morocco	franc				—	—	32	—
Netherlands (and Indies)	guilder	.3769	.2632	30.5	—	21	2,179	6
Newfoundland	dollar				—	2	—	—
New Zealand	pound	4.03			100	525	—	6,943
Nigeria					15	—	3,840	780
Norway	krone	.2015	.14	30.5	—	4	—	—
Panama	balboa	1.00			12	—	—	—
Paraguay	guarani	.3269			45	—	—	—
Peru	sol	.05			—	—	624	17
Philippines	peso	.4982			13	—	—	—
Poland	zloty	.0025			—	—	175	—
Portugal	escudo	.0402	.0348	13.4	—	—	66	44
Spain	peseta	.0913			—	—	1,345	1,173
So. Africa	pound	4.03	2.80	30.5	97	140	—	44
Syria	piaster	.4563			—	—	23	—
Switzerland	franc	.2338			3	4	—	20
Turkey	pound	.3571			—	—	—	166
Uruguay	peso	.38			—	162	—	1,533
Venezuela	bolivar	.30			—	—	799	—
Yugoslavia					—	8	174	—
Other					1	322	2,463	468
Africa					—	—	14	59
Europe					—	—	664	8
Asia					5	—	133	1
Latin America					15	5	—	—
Total Imports					4,583	2,280	40,153	24,426
Total Production					21,070	11,387	37,697	37,920
% of Imports to Total Production					21.75	20.02	106.51	64.41

\*Imports are for 1940—selected as the last "normal" year. Foreign rawstock sources have in most instances shown diminishing returns since war's end.

\*\*Devaluations reported during week of Sept. 18. Those not yet reported are expected to announce devaluations of 10-30 percent during next two weeks.



WALTER BRUNS

... appointed general manager of the Roblee Division of Brown Shoe Co., St. Louis. Formerly sales and advertising manager of Hamilton Brown Shoe Co., Bruns joined Brown in 1932, working in a sales capacity with the United Men's Division. He became assistant general manager when the Roblee Division was formed and has been in active charge of its activities since last Dec. Bruns will be responsible for the Roblee Division's styling, manufacturing and sales of men's footwear.

### Rossi To Address NHA Fall Meeting

William A. Fossi, editor of *Leather and Shoes*, will be a featured speaker at the fall meeting and annual convention of the National Hide Assn. to be held Nov. 2-3 at the Edgewater Beach Hotel, Chicago. He will speak on the merchandising and promotion of leather.

Other speakers at the two-day meeting include Lewis B. Jackson, director of the Tanners' Council Hide Bureau; Gerard H. Slattery, western representative of the Commonwealth of Massachusetts; Gerald B. Healey, regional Midwest manager of International News Service; and Mason King, promotional director of the Globe-News, Amarillo, Texas. Julius G. Schnitzer, chief Textile and Leather Division, Dept. of Commerce, will also appear if he returns from a government mission abroad. Charles J. Wenzel of Sands & Leckie, Boston, president of NHA, will preside, and Rae Walters, president of the National Renderers Assn., will act as master of ceremonies at the annual dinner.

Further details of the program will be announced in the near future, according to John K. Minnoch, executive director of NHA.

 The oldest retail shoe company in America is that of Thomas F. Pierce & Son, Providence, R. I. The company started in business in 1767, is in active operation today.

## SPOT News

### Massachusetts

● Assets of New England Slipper Co., Beverly, were sold recently for \$13,500 to George Ansin, David Tattle and Eli Winick, for Esquire Slipper Co., Beverly. The new firm will manufacture men's and boys' slippers.

● One of the outstanding features of the Brockton Fair is an exhibit of men's footwear sponsored by 18 member shoe firms of the Associated Shoe Industries and several cut sole firms. More than 400 different men's shoe styles, mostly for fall wear, are on display.

● The Reege Corp., manufacturers of buttonhole machinery, has begun production at its new Waltham plant. Some 250 workers are employed at the recently completed plant.

● Weinstein Shoe Corp., Lynn, recently opened a Boston sales office at 210 Lincoln St. The firm, which manufactures women's cemented shoes to retail at \$3 to \$5, will be represented in Boston by Cecil Weinstein.

● Benson Shoe Corp., recently opened in Lynn by Stanley Sorofman, is now making women's high wedge shoes to retail at \$4. Sorofman was formerly employed by Henriette Shoe Co., Boston.

● Charles Stedfast Shoe Co., Boston, is now producing a line of plaid fabric ballerinas to match coat linings. The shoes, retailing for \$2 and \$2.50 are made of flannel, woven fabrics and gingham.

● Benj. Shir, Inc., Boston, is now carrying a complete line of casual shoes to retail at \$1.98.

● Ruth Shoe Co., Newburyport, is producing a new line of casual shoes with a 16/8 wedge heel. Made on a last recently adopted by the firm, the shoes are slipplasted and retail for about \$6 and \$7.

● Dainty Maid Shoe Co., Haverhill, now has all individually powered machines in its stitching room. Company officials claim the method helps prevent accidents by eliminating the use of dangerous shafts, and is economical in operation.

● Hartman Shoe Mfg. Co., Haverhill, has added 12 new styles to its instock department, Hannahsons Shoe Co. The instock department carries evening shoes only.

### Maine

● Maine Shoes, Auburn, is making a line of shoes with a new patented rippled platform. Casuals with the new platform retail at \$6 and \$7.

Both the platform and the machine for making it were invented by Walter Prue, factory superintendent. Prue transferred all rights to the company.

### Connecticut

● Receiver has been appointed in the bankruptcy petition of Bridgeport Luggage, Inc., Bridgeport manufacturers of trunks, luggage and leather goods, it is reported. The court has authorized the receiver to sell the firm's assets.

### New York

● Pyramid Leather Goods Co., Inc., New York City, manufacturers of children's handbags, recently moved to new quarters at 34 West 33rd St.

● Meier Billig who operated shoe plants in Brooklyn, N. Y., and Peckville, Pa., will soon begin construction of a new factory at Herkimer, according to the Herkimer Industrial Progressive Corp. The new factory will ultimately employ 400 and have an annual payroll of \$750,000.

### Georgia

● More than 400 lines of shoes will be displayed by manufacturers and distributors throughout the country at the Advance Spring Showing of the Southeastern Shoe Travelers, Inc., according to L. A. Gerland, president. The show will be held at the Sheraton Bon Air Hotel, Augusta, on Nov. 6-9 and a new attendance record is expected.

### Illinois

● Florsheim Shoe Co., Chicago, will open a new men's store in Hollywood, Cal., it is reported.

### Missouri

● Monogram Footwear, Inc., manufacturers of women's shoes, has transferred production in St. Louis to other plants in Trenton and Breese, Ill., it is reported. The move was made to consolidate production, according to company spokesmen who say that recent doubling of space in the Trenton plant will enable the firm to continue production of 2000 pairs daily.

● Masiak-Handler Shoe Co., Inc., manufacturers of children's shoes and house slippers, has completed its move from St. Louis to Marquand, it is reported. The Marquand factory will turn out 2000 pairs daily, almost twice the capacity of the former St. Louis plant.

### California

● Milliron's Fifth Street Store, Los Angeles department store, has leased all its men's, women's and children's shoe departments in the downtown and Westchester units to the Wohl Shoe Co. of St. Louis.

### Texas

● A pair of leather craftsmen recently forged the name of Durwood Manford, Speaker of the House of Representatives in Austin, to a pair of checks totaling \$350 in order to buy leather. The checks were stopped at Manford's bank but no arrests were made.

# LABOR NEWS

Labor magazine writers in Washington are predicting that one result of the steel arbitration board report will be a wave of new union demands for insurance and pensions. Hitherto, this field has been largely regarded as a "fringe" area — as secondary issue. Now that a fourth-round wage drive by the big unions appears to be subsiding, new pressures for pensions are expected. However, officials of the **United Shoe Workers of America, CIO**, say that no immediate push in this direction is planned. However, the matter has taken on heightened significance for all workers.

Latest developments in the Fulton County, N. Y., glove tannery strike are startling but have failed to bring about a settlement of the 11-week strike-lockout to date.

Clarence H. Carr, president of **United Fur & Leather Workers, CIO**, Local 202, announced that the local will sever affiliations with the International and apply for certification by the NLRB provided the tanners will settle the wage issue. In a series of special resolutions, the local said, however, "should the employers persist in their policy . . . every leather worker pledges to fight the union busting employers to a finish."

Carr added that should Local 202

find it necessary to leave the International, IFLWU "would continue to support our strike as they have until now."

A spokesman for the **Tanners Association of Fulton County** asserted that the offer "does not meet the conditions previously made public" by the association. He said that the tanners would deal only with a union already certified by the NLRB.

A new labor contract calling for two additional paid holidays and increased hospitalization and sickness benefits has been accepted by 300 employees of **Graton & Knight**, Worcester, Mass., tanners. The new agreement, negotiated by the **International Fur & Leather Workers Union, CIO**, restricts the firm from moving any departments from Worcester without advance notice to the union and consultation with an arbitration board. The present wage rate, however, remains unchanged.

A strike at the plant of **Prosper Shevenell & Son**, Dover, N. H., manufacturers of shoe shanks and counters, was settled when the management signed a new contract with **United Shoe Workers of America**,

**CIO**, providing for a wage increase of 10 cents hourly, continuation of six paid holidays, and vacation and insurance benefits.

The "on again, off again" walkout in progress for some time ended with the signing of the contract. Spokesmen revealed that an NLRB election will be held soon to determine whether the employees want union representation or an open shop.

Employees of **Porter Shoe Co.**, Milford, Mass., have signified in a recent NLRB bargaining agent election that they wish to be represented by the **United Shoe Workers of America, CIO**. The firm manufactures men's, women's and boys' stitchdowns and loafers in addition to athletic shoes.

While the **United Rubber Workers, CIO**, holds its hottest meeting in years to settle the question of who will lead the union, negotiations are continuing with **B. F. Goodrich Co.**, Akron, O. in an effort to settle the first major rubber industry strike since the war. The strike has idled close to 17,000 Goodrich workers in seven states since Aug. 27 when the company refused to grant union demands for a 25-cent-an-hour wage boost, company-financed pensions, and other benefits.

The company has offered an improved pension-insurance plan but refused to grant the wage boosts. The new plan would cost the company approximately 10 cents an hour for each worker.

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# Features

## Pricing of Cropped Hide Fractions

by H. Jansen

The price of the whole hide is no greater than the prices of its different parts. The problem of correctly pricing these parts is solved by a mathematically scientific system, as presented here.

THE price of finished leather is determined by three factors: raw hide price, prime costs and profits. In most cases the raw hide price is of much higher amount than the other mentioned values and its significance in calculation is of prominent importance. Therefore it is evident that if the hide is cut into different fractions it is, on any condition necessary to determine the exact raw hide value of each obtained fraction. This problem has to be faced just in the case of the most important hide, the cattle hide, and the raw hide values of butts, shoulders and bellies have to be determined separately. It is of vital importance for establishing tannery calculations to find reliable methods for those determinations.

### Difficulties

All these fractions can be purchased in raw lots, but it would be wrong to consider their selling prices as real raw hide values. As a rule, raw hide fractions which can be purchased are in their character different from those hides which the tanner has to crop in his own manufacturing process. Consequently the prices of the one kind cannot be translated to the other one. But even if it could be, those purchasing prices would still have to be considered as unreliable, because they are very much dependent on market fluctuations and go up and down according to actual demand for finished products which can be manufactured from the fractions.

Reliable proportions between raw hide values of different fractions can be obtained only when considering the utilization value of the finished products obtainable from them. However, it would be wrong again to deduce raw hide values from finished products of diverse character. When e.g. butts are processed for sole, shoulders for weltting, bellies for lining leather, their selling prices will be influenced by actual market demand for these products and by efficiency and economy of their manufacturing processes as well; therefore it would be rather hard to draw any conclusions from these prices upon the real value of the raw hide parts.

### Principle of Pricing

It seems to be evident that all fractions should be processed for the same purpose to obtain the true proportion

of their raw hide values. Sole leather is the only product which is manufactured from all parts of the cattle hide to a large extent and average selling prices of sole leather bends, shoulders and bellies should be considered as bases for further calculations. Proportions between these prices may also be somewhat influenced by market fluctuations, yet in general they will be in accordance with their value for practical use due to the properties of the raw material exclusively.

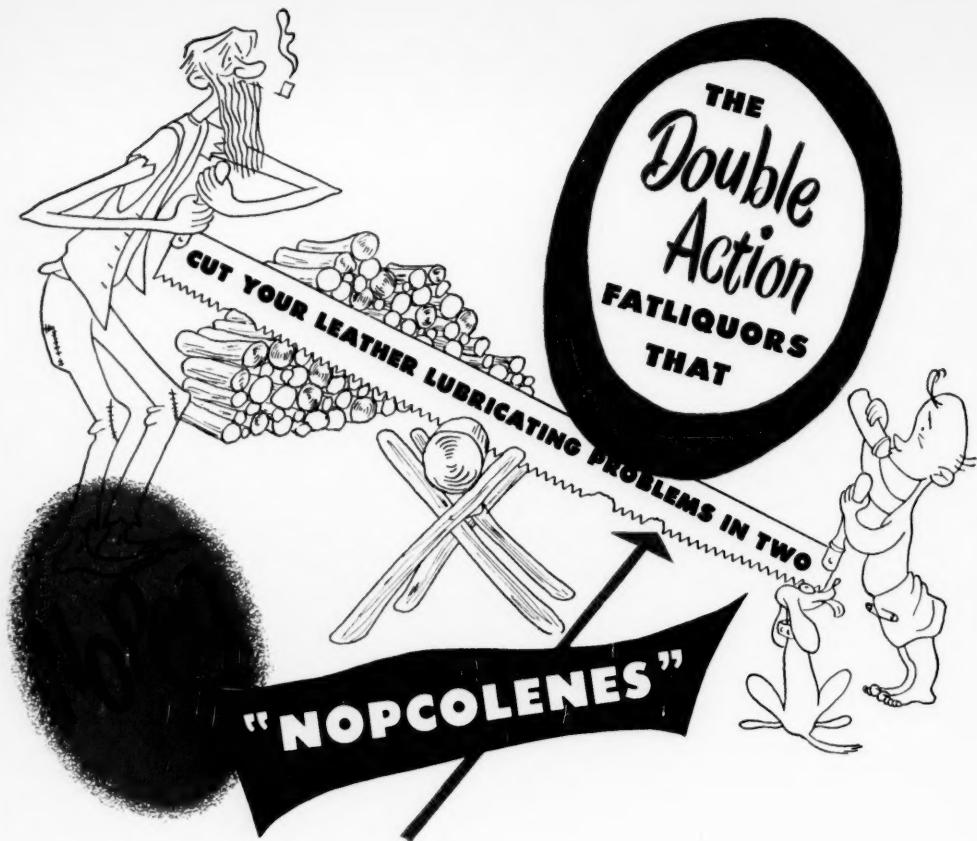
To mention an example, if one pound of sole leather bend sold for 81¢ and one pound of sole leather shoulder for only 53¢, this would indicate that the bend has a higher practical value than the shoulder; this is manifested in better cutting, tighter texture, more uniform thickness, etc., and therefore this proportion of prices is characteristic for the raw hide values too.

### Setting Raw Hide Values

To obtain raw hide values from sole leather selling prices the latter have to be reduced by prime costs and profits and divided by the yield percentage. The average selling price has to be determined by following way: the average percentages of all assortments have to be multiplied by their current selling prices and the sum of the products divided by 100. Average assortment percentages have to be calculated for a longer period, usually for one year. In most cases, practicably obtained assortment averages are reliable values for sole leather bends, but they have to be checked carefully for shoulders and bellies, because it may have happened that their best assortments were used for other purposes, like upper and weltting leather. If that would be the case the influence of the lack of good assortments upon the average percentages should be determined theoretically and the corrected percentages would be multiplied by current selling prices. A safer way would be to select an average of hides, process them for sole leather exclusively and determine the average assortments by this method practicably.

### Numerical System

The average selling prices, like all further values, are marked by letters in this calculation. Letters indicating



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values of bends are always marked with the index  $c$ , those of shoulders  $s$  and those of bellies  $b$ . Numerical values in brackets are used as examples and may have a certain validity under present conditions.

"A" equals the Average Selling Price. Selling prices of the single fractions are marked as follows:

Average selling price of one pound of sole leather bend =  $A_c$  (81¢).

Average selling price of one pound of sole leather shoulder =  $A_s$  (53¢).

Average selling price of one pound of sole leather belly =  $A_b$  (44¢).

All calculations should be based upon white weight. If the hides are cropped in the beamhouse, the yields which can be obtained from the different fractions are indicated immediately. If they are cropped in the tan, wet-tanned weights should be counted back into white weights.

"D" is the expression for the immediate result of cropping, i.e. the percentages of butts, shoulders and bellies related to the total white weight. In reality the values "D" indicate only 1/100 part of the percentages, expressing the weights of butt, shoulder and belly pelts obtained from one pound total white weight.

Poundage of butts obtained in cropping from one pound of total white weight =  $D_c$  (0.44).

Poundage of shoulders obtained in cropping from one pound of total white weight =  $D_s$  (0.26).

Poundage of bellies obtained in cropping from one pound of total white weight =  $D_b$  (0.30).

### Yields

Yields have to be determined for each fraction separately. Butts are of tighter texture, have more hide substance and less water than other parts. Shoulders are tighter than bellies. Therefore in a normal process highest yields must be obtained from butts, lower yields from shoulders, and the lowest yields from bellies. These differences could be eliminated only by a special heavy loading of shoulders and bellies. The following algebraic expressions indicate the practicably obtained average yields, determined during a longer period (as a rule one year); numerical values in brackets are chosen for the most frequent case that butt yields are considerably higher than shoulder and belly yields:

"E" equals percentage of yield; in reality only 1/100 part of the yield percentage. It indicates poundage of finished products obtained from one pound white weight.

Poundage of sole leather bends, obtained from one pound of butt pelt =  $E_c$  (0.82).

Poundage of sole leather shoulders, obtained from one pound of shoulder pelt =  $E_s$  (0.74).

Poundage of sole leather bellies, obtained from one pound of belly pelt =  $E_b$  (0.66).

The values of finished products obtained from one pound white weight can be obtained by multiplication of yields with average selling prices.

"F" equals value of finished leather obtained from one pound of white weight which has to be calculated as follows:

Value of sole leather obtained from one pound of butt pelt =  $F_c = E_c A_c$ .

Value of sole leather obtained from one pound of shoulder pelt =  $F_s = E_s A_s$ .

Value of sole leather obtained from one pound of belly pelt =  $F_b = E_b A_b$ .

When substituting the above numerical values:

$$F_c = E_c A_c = 0.82 \times 0.81 = 66.42¢$$

$$F_s = E_s A_s = 0.74 \times 0.53 = 39.22¢$$

$$F_b = E_b A_b = 0.66 \times 0.44 = 29.04¢$$

### Tannin and Chemical Costs

The raw hide value of one pound white weight of each fraction can be obtained by deducting tanning and finishing costs, general expenses and profits from the values "F".

Costs of tanning materials and other chemicals can be treated together. Consumption of tannin and chemicals has to be proportionate to the yields, because parts of tighter texture, containing more hide substance show an adequately higher consumption. Therefore, the following equations are valid for values of tanning materials and chemicals used for one pound of white weight:

"G" equals the value of tanning agents and chemicals used for one pound of total white weight, obtainable from the regular calculations.

Value of tannin and chemicals used for one pound of butt pelt =  $G_c$ .

Value of tannin and chemicals used for one pound of shoulder pelt =  $G_s$ .

Value of tannin and chemicals used for one pound of belly pelt =  $G_b$ .

$$G_c = \frac{E_c}{E_s} G_s \quad (= \frac{0.74}{0.82} G_s)$$

$$G_b = \frac{E_b}{E_s} G_s \quad (= \frac{0.66}{0.82} G_s)$$

When calculating "G" fluctuations of tanning material prices and changes in the composition of actually used tanning liquors should be taken into consideration. Therefore it is of advantage to determine the quantity of pure tannin used for one pound of white weight during the past year and to multiply this quantity by the average price of one pound of pure tannin calculated upon current tanning material prices and actual composition of the liquors. However, the price of chemicals used for one pound of white weight can be obtained from the yearly calculation immediately and should be added to the tannin value.

If the calculation for the past year shows a tannin consumption of 40%, i.e. 0.40 pound per one pound of white weight and the current price of one pound of tannin in the actually used extract mixture is 11¢, tannin costs for one pound of white weight are equal to 6.8¢. If the same calculation shows a chemical consumption of the value of 1.7¢ for one pound of white weight, the total value of chemicals and tanning materials,  $G = 8.5¢$ .

The values  $G_c$  etc. can be calculated from  $G$ , but it must be taken into consideration that tannin and chemical costs of the fractions must equal the expenses for one pound of total white weight. This is expressed by the following equation:

$$D_c G_c + D_s G_s + D_b G_b = G$$

By substituting the values of  $G_s$  and  $G_b$  from the preceding equations the following equation is obtained:

$$G_c D_c + \frac{E_s}{E_c} G_s D_s + \frac{E_b}{E_c} G_b D_b = G$$

Then  $G_C$  will be calculated as follows:

$$G_C = \frac{E_C}{D_C f_C + D_S f_S + D_B f_B} \left( \frac{0.5x}{0.44 \times 0.82 + 0.26 \times 0.74 + 0.30 \times 0.66} \right) = 9.284$$

After having determined  $G_C$  the following equations can be obtained by substitution for  $G_S$  and  $G_B$ :

$$G_S = \frac{E_S}{D_C f_C + D_S f_S + D_B f_B} \left( \frac{0.74}{0.44 \times 0.82 + 0.26 \times 0.74 + 0.30 \times 0.66} \right) = 8.374$$

$$G_B = \frac{E_B}{D_C f_C + D_S f_S + D_B f_B} \left( \frac{0.66}{0.44 \times 0.82 + 0.26 \times 0.74 + 0.30 \times 0.66} \right) = 7.474$$

### Wages, General Expenses

Mechanical operations are very similar for all fractions and therefore wages should be approximately the same. Wages for one pound of total white weight can be easily obtained from the yearly calculation.

"H" indicates wages for one pound of total pelt, or of buttpelt, shoulderpelt or bellypelt. As numerical value 3¢ can be assumed for H.

General expenses have to be divided into two groups. There are expenses which are in relation with the value, and, therefore, must be different for every fraction; these belong to Group I. Those expenses which are unconnected with the value are the same for all fractions; they have to be divided equally through the whole white weight and belong to Group II.

Expenses depending upon the value are discounts, allowances, deductions, commissions. As a rule, taxes can be inserted here, because sales taxes and income taxes belong to this group. However, there are taxes paid for property, estate, conveyances, etc., which are independent of the

value of manufactured products and belong to Group II. By the same way, interests could be divided into two parts. Generally, loans are used for purchase of raw materials and their interests are connected with the value of manufactured products; therefore they belong to Group I. However, interests paid for loans used for investments or large repairs are independent of the value and should be transferred to Group II. Taxes and interests should be split only if the amounts which should be transferred to Group II are large enough to have a considerable influence upon the calculation; else their total amounts should be enrolled in Group I.

All amounts belonging to Group I have to be added as concrete numbers and their sum divided by the total amount of sales in the same period (as a rule one year).

"I" indicates the proportion of general expenses Group I to the value of finished products. As numerical value 9.6% (= 0.096) can be assumed.

"J" indicates the amount of general expenses Group I for one pound white weight. J can be obtained by multiplication of the value of finished products obtained from one pound of white weight by I.

General expenses Group I for one pound of butt pelt =  $J_C = I F_C$ .

General expenses Group I for one pound of shoulder pelt =  $J_S = I F_S$ .

General expenses Group I for one pound of belly pelt =  $J_B = I F_B$ .

When substituting numerical values:

$$J_C = 0.096 \times 66.42 = 6.38c.$$

$$J_S = 0.096 \times 39.22 = 3.76c.$$

$$J_B = 0.096 \times 29.04 = 2.73c.$$

All other general expenses, like overhead, salaries, power, fuel, machine shop, machine ingredients, tools, repairs, new investments, depreciations of machines and buildings, freights, fares, offices, mails, phones, packing, social welfare, etc., eventually a part of taxes and interests should be added as concrete numbers and divided by the total white weight.

"K" equals the quotient of the division, indicating general expenses Group II for one pound of white weight. K is the same for all fractions and as numerical value  $7c$  can be assumed.

### Profits

While all foregoing data had to be determined practically, deduced from actual calculations, profits should be calculated theoretically. Practically obtained profits are dependent on so many various factors that it would be wrong to let them figure in this calculation. Instead the tanner should determine the minimum of profits which make it worth for him to continue manufacturing. These basic profits have to be related to the value.

"L" equals Basic Profit percentage of value.

"M" indicates the amount of Basic Profit for one pound of white weight. M is obtained by multiplication of the value of finished products obtained from one pound of white weight by L.

1.5% (= 0.015) can be assumed as numerical value for L.

Basic profits for one pound of butt pelt =  $M_C = L F_C$  (= 0.015  $\times$  66.42 = 0.99¢).

Basic profits for one pound of shoulder pelt =  $M_S = L F_S$  (= 0.015  $\times$  39.22 = 0.59¢).

Basic profits for one pound of belly pelt =  $M_B = L F_B$  (= 0.015  $\times$  29.04 = 0.44¢).

### Raw Hide Values

Raw hide values of the fractions can be obtained when the sum of tanning and chemical costs, wages, general ex-

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penses I and II and profits will be subtracted from the value of their finished products.

"N" equals Raw Hide Selling Value per pound white weight.

Raw hide value of one pound of butt pelt =  $N_c = P_c - (G_c + H + J_c + K + M_c)$ .

Raw hide value of one pound of shoulder pelt =  $N_s = P_s - (G_s + H + J_s + K + M_s)$ .

Raw hide value of one pound of belly pelt =  $N_b = P_b - (G_b + H + J_b + K + M_b)$ .

When substituting numerical values:

$$N_c = 66.42 - (9.28 + 3.00 + 6.38 + 7.00 + 0.99) = 39.77\text{c}.$$

$$N_s = 39.22 - (3.37 + 3.00 + 3.76 + 7.00 + 0.59) = 16.50\text{c}.$$

$$N_b = 29.04 - (7.47 + 3.00 + 2.78 + 7.00 + 0.44) = 8.35\text{c}.$$

When cropping proportions  $D_c$ , etc., are considered the selling raw hide value of one pound total pelt, N, can be calculated by the following way:

$$N = D_c N_c + D_s N_s + D_b N_b.$$

$$N = 0.44 \times 39.77 + 0.26 \times 16.50 + 0.30 \times 8.35 = 24.30\text{c}.$$

This is the value which the tanner wants to obtain for one pound of white weight when selling his finished products; it may be called "selling raw hide value" of one pound of total pelt.

### Purchasing Raw Hide Value

The selling raw hide value may be confronted with the "purchasing raw hide value" i.e. with the price which the tanner has to pay for one pound of white weight when purchasing his raw hides.

"P" indicates Raw Hide Purchasing Value per pound white weight which has to be calculated as follows:

The weights of all items of raw cattle hides purchased during a recent period (last month or last two weeks) have to be multiplied with the white weight percentages obtained for each sort during the last year individually. The obtained white weights have to be added. Purchasing prices of the same items have to be added too, and the sum has to be divided by the calculated total white weight. The quotient represents the actual purchasing raw hide value P.

In the simple case when only native steers are purchased at a price of 26c per pound and yielding 103% white weight, P would calculate to 24.03c.

The difference N - P indicates actual profits or losses of the tanner, due to market price fluctuations. Based upon the concrete numbers figuring in this calculation, the tanner would have actual profits of  $24.30 - 24.08 = 0.22\text{c}$  for each pound of white weight.

The real purpose of this calculation is to determine the actual purchasing price for each fraction. This can be obtained when the values  $N_c$ , etc., are multiplied by P and divided by N.

Actual purchasing value of one pound of butt pelt =

$$P_c = \frac{P}{N} N_c.$$

Actual purchasing value of one pound of shoulder pelt =

$$P_s = \frac{P}{N} N_s.$$

Actual purchasing value of one pound of belly pelt =

$$P_b = \frac{P}{N} N_b.$$

When substituting numerical values:

$$P_c = \frac{24.08}{24.30} \times 39.77 = 39.40\text{c}.$$

$$P_s = \frac{24.08}{24.30} \times 16.50 = 16.36\text{c}.$$

$$P_b = \frac{24.08}{24.30} \times 8.35 = 8.28\text{c}.$$

It is of utmost importance for every tanner to calculate these values  $P_c$ ,  $P_s$  and  $P_b$  carefully. Whenever he wants to manufacture another product from one of the fractions he should calculate on the basis of these values. Thus if he wants to manufacture chrome tanned upper bellies,  $P_b$  should be divided by the yields on squarefeet finished leather and the quotient enlarged by addition of the regular fees for finishing one squarefoot upper leather. Thus the thriftiness of introducing this new manufacturing process will show up immediately and the process will be carried out only if the practicable obtainable selling price is higher than the calculated one.

Sometimes tanners use to sell a part of their shoulders or bellies from the beamhouse or raw. This should be done only if a price can be obtained which is considerably higher than  $P_s$  or  $P_b$ . If the selling price would equal  $P_s$  or  $P_b$  it would be still of advantage to process them instead of selling; their weight would increase the total white weight, therefore decrease the general expenses K and a better occupation of the whole plant would also be provided.

On the other hand, some products made of certain parts of the hide may meet an especially high demand and the tanner may want to buy these fractions raw or in the white weight. Thus he may purchase butts for belting, shoulders for welting, bellies for lining leather, etc. Purchases should be effected only if prices are lower than  $P_c$ ,  $P_s$  or  $P_b$ . Otherwise it would be of advantage to consider the purchase of whole hides and enlarge the production of other fractions too. Then the plant would be better occupied and the general expenses K decreased.

Thus, determination of raw hide values of hide fractions will always be of great importance for the regulation of production and for commercial transactions.

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# New Developments

## Stitching Machine of Larger Bobbin

This machine offers a mechanism providing the use of a larger bobbin, permitting a winding many times greater in length than prevailing types.

A large cylinder-like affair is the housing for the bobbin case, usually called the shuttle, but not so in the case of this lockstitch machine. A needle hole is at the front; and very close to this needle opening is a kind of thread hook. This hook is attached to a long crank affair that operates this long arm in oscillation, in and out. And the purpose of this hook is to take a loop of thread from the needle back to the oscillating shuttle-type of hook.

In actual operation, then, the take-up thread is carried from the needle back to this shuttle kind of hook whereupon the thread is lifted to a higher point, thus encircling the bobbin thread emerging from the case to the needle plate opening, and next is gathered up to make a stitch.

Source: Pat. No. 2,471,877; Christy N. Lestakis, Portland, Ore.

## Quinone-Resorcinol Tanning Process

The new tanning method described here is called the quinone-resorcinol technique of tanning. This is one of several employing a quinone-resorcinol polymer substance. By polymer is meant a substance consisting of the same elements of equal proportion but whose weight differs in molecular balance.

The outstanding features of this new technique are that a high quality leather of high shrink temperature results, an improved penetration of the skins, and a decrease in "grain drawing." This new technique does not deviate in any way from other methods so far as the actual tanning goes.

This new process utilizes quinone-resorcinol tanning substances, with the addition of other products, oxidizing mediums, and so on. These various mixtures result in a product

highly soluble in water but have no tanning precipitating action, and through the use of oxidizing ingredients, the effect is a mono-resorcinol quinone that is water-insoluble and so not adaptable for tanning. But by reacting quinone with a surplus of resorcinol at low temperatures in a 10 per cent solution or addition of sulfuric acid, there results an equimolecular mixture of diresorcinol hydroquinone and diresorcinol quinone.

But even all this demonstrates only slightly the virtue of being soluble in water, and so not amenable for tanning action on skins or to act on protein substances which essentially is a tanning action.

The foregoing merely illustrates that by reversing this flux there results polymers. Quinone-resorcinol polymers for tanning purposes usually have more than ten benzene rings. The quinone-resorcinol tanning substances are water soluble, uncrosslinked, and precipitated by acids; and are produced under methods which result in polymerization, definitely tanning agents, while other water-soluble compounds cannot serve as tanning agents.

The polymerization of quinone with resorcinol may be accomplished in several ways so long as the conditions promote an uncrosslinked condition, amorphous, and that will precipitate gelatin but yet not harsh enough to form insoluble results.

This polymerization may be accomplished through the use of such organic solvents as acetic acid, hydrochloric acid, and others. A catalyst or speeding-up medium can be effected through the use of a few drops of sulphuric acid or other acids, as acetic acid.

At this point, heat is applied with more refluxing for a period of at least half an hour, after which the quinone-resorcinol result is separated from the chemical reaction by the removal of the solvent.

A quinone-resorcinol tanning medium can be treated with oxidizing substances as hydrogen peroxide, potassium permanganate, persulfates,

air, oxygen, or any of the other common oxidizing mediums. Leather so tanned assumes a dark color. And reducing the quinone-resorcinol formation in this manner imparts lighter color. And further reduction may be effected through the medium of hydrogen.

In this development, quinone-resorcinol tanning compounds are used with a compound that supplies a boron-oxygen radical. In a general sense, any soluble borate may be employed, usually with a soluble alkali salts as sodium, potassium, or ammonium salts.

To bring all this to a head, one or two examples may be in order:

1. A solution was made with 7.56 pounds of Quinone-resorcinol polymer, 15.2 pounds of a 50% quinone-resorcinol polymer, dissolved in 56.7 pounds of water. Then was added 2.12 pounds of borax and 1.65 pounds of boric acid. The pH of the tanning liquid was 6.6 and sodium hydroxide was added to raise this to pH 7.0. Bated cowhides in the amount of 94.5 pounds were placed in a tanning drum and the tanning liquid added, drumming continued for more than 18 hours. Cuttings disclosed that penetration was almost complete save that some lean areas of the skin were neglected. A shrink temperature of 176 degrees F. was maintained.

Drumming was continued for another two hours, and then the pH was lowered for a six-hour period. Then more time in the drum intermittently for the following 12 hours. And the final disclosure was that the skin was well tanned.

2. Retannage, after example 1 had been practiced, was carried on by immersion of the treated skin in a solution of 60% quebracho, 20 per cent oak bark, and 20 per cent chestnut extract containing 25 per cent tannin. The final leather was firm, solid, and of an acceptable brown color.

Obviously these processes are close to the vegetable processes, and therefore there is no need to enter the various features common to vegetable tanning. Also, this new process results in a tannage that may be finished as is common to all tannage.

All told, the great speed and efficiency of these new processes, quinone-resorcinol polymers, appears promising. The same applies to the quality.

Source: E. I. duPont de Nemours & Co., Wilmington, Delaware.

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# DEATHS

## Nathan Bass

... 44, part owner of Franklin Leather Co., Worcester, Mass., died Sept. 10 at St. Vincent Hospital in Worcester. He was a native of Worcester. He leaves his wife, a son and daughter.

## James Zarrella

... president and treasurer of Otis Leather Co., remnants dealers of Brockton, died Sept. 18 in a Brockton hospital. He was an active member of the Sons of Italy. Surviving are his wife, Philomena; two sons, Frank and Albert; four daughters, Mrs. Rose D'Addario, Mrs. Madeline Cerone, and Misses Viola and Rita Zarrella; a sister, three brothers and four grandchildren.

## Jacob Schultz

... 64, founder and owner of the Schultz Shoe Co., Inc., wholesale shoe dealer in St. Louis, died of leukemia at the Jewish Hospital on September 12. Schultz established and operated several retail shoe stores in Illinois towns near St. Louis shortly after arriving in this country from Poland 40 years ago, until he entered the wholesale shoe business in St. Louis. Surviving are his widow, Sadie; two daughters, Mrs. Lillian Gold and Mrs. Marvin Saks, and four sons, Abraham Y., Jack L., Harry and Sol Schultz.

## Robert Pearson McElwain

... 69, who was superintendent of the International Shoe Co. plant at Marshall, Mo., from 1917 to 1946, died September 12 after an illness of three years. In addition to heading the factory at Marshall, he had supervision over plants opened at Sweet Springs, Higginsville and Windsor and a cutting room at Carrollton. All these units are in Missouri. He is survived by his widow, Mrs. Jane Welsh McElwain.

## Isadore Wisenthal

... 60, president of Stag Shoe Co., Ltd., Montreal, died suddenly on Sept. 12 in the Royal Victoria Hospital, Montreal. A founder of the shoe company and widely-known in the Canadian shoe manufacturing trade, Wisenthal was active in community welfare affairs. He was a life member of the St. George Masonic Lodge and for many years, a member of the Montreal Board of Trade.

## Bernard Solomon

... 84, pioneer Oklahoma leather merchant and luggage manufacturer, died Sept. 14 in St. Vincent's Home, Oklahoma City, Okla. Born in Germany, Solomon came to America at 19 and settled in Louisville, Ky. After a variety of jobs, he opened his own luggage factory in 1922 and retired four years ago at the age of 80. At 82, he became representative for six luggage manufacturing firms

because he "got tired of loafing." He was a member of Temple B'nai Israel and was a Mason. He and his wife celebrated their 61st wedding anniversary last July. He leaves his wife and a son, Dr. A. L. Solomon.

## Richard P. Donovan

... 77, former partner in Donovan-Giles Shoe Co., Lynn, Mass., died Sept. 18 at Lynn Hospital after a brief illness. A native of Lynn and widely-known in the shoe manufacturing trade, Donovan was connected with the Lynn firm as a partner with his late brother, Daniel A. Donovan, for more than 30 years. He retired in 1925. Surviving are his wife, Rose; and a sister, Miss Margaret F. Donovan.

## New York

• An agreement to manufacture Crik-Ets, formerly made by Crik-Ets, Inc., of New York City, has been announced by W. B. Coon Co., Rochester, and Ben Benjamin who recently liquidated the Crik-Ets firm. According to Benjamin, production is now underway at the rate of 500 pairs a day and deliveries are expected around Oct. 1 at prices ranging from \$10.95 to \$12.95 as opposed to the former prices of \$13.95 and \$14.95. The new Crik-Ets Division of Coon has its offices at the Marbridge Bldg., New York City. Benjamin is now associated with Wilbur Coon in a technical advisory capacity and his son, Arthur, will represent the division.



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# Leather MARKETS

Market generally firm, fairly active in face of currency devaluation news. Sides, sheep and calf show growing strength. Suede somewhat better.

## Sole Leather

One of the strongest weeks in long time, say Boston sole leather tanners. Continued strength of hide market plus short supply of sole leathers in demand keeps prices at top levels. Easier tendency of last week disappears. Light bends sell up to 66c when available although some tanners ask for 1c-2c more. Heavy bends spurt also as buyers show new interest. Sales reported up to 64c although bulk sold at 2c-3c lower. Medium bends sell moderately.

Light bends: 64-66c  
Medium Bends: 60-62c  
Heavy Bends: 60-64c

Sole leather tanners of Philadelphia report that the pick-up in business has continued in all types of leather. It is not known whether it is due to speculators or that there is real business, but it is felt that there is a genuine market and that factories are opening up. Findings still show improvement as do factory bends. Prices on finding and factory bends are firm. Most tanners are still cleaned out of bellies and heads. They report that if they had bellies to sell they would be up to 39c.

## Sole Leather Offal

Boston sole leather dealers report prices even firmer, sales active. Shortage of many types of offal keeps buyers interested as dealers find they are able to get 1c-2c more than a week ago. Bellies still a widely wanted item, hard to find. Many dealers cannot promise delivery of steer bellies before Oct. Steers quoted up to 42c with sales reported at 40c and volume at 39c. Dealers ask up to 38c for cow bellies, find best sales at 36c. Single shoulders with heads on bring up to 48c for lights; up to 42c for heavies. Double roughs still in demand; bring 58-65c with best sales at 60c. Heads sales reported up to 22c; volume at 20c. Fore and hind shanks continue active.

Bellies: Steers, 38-40c; Cows, 36-38c

Single shoulders, heads on: Light, 41-48c; Heavy, 38-42c  
Double rough shoulders: 58-65c  
Heads: 18-22c  
Fore shanks: 25-29c  
Hind shanks: 28-32c

## Calf Leather

One of more encouraging signs on market is recent pick-up of calf demand. Despite rise of 3-5c by many tanners, especially in lighter weights, shoe manufacturers continue to place good orders. Even men's weights find going better with good sales reported at stronger prices. Tight rawstock situation indicates prices will hold level for next few weeks. In women's weights,

## LEATHER: ITS PRICE AND TREND

KIND OF LEATHER	THIS WEEK	MONTH AGO	YEAR AGO	1948 HIGH
CALF (Men's HM)	90-1.10	90-1.10	95-1.10	1.30-1.48
CALF (Women's)	85-1.05	80-1.00	90-1.05	1.30-1.48
CALF SUEDE	1.00-1.15	1.00-1.15	1.00-1.20	1.45-1.90
KID (Black Glazed)	70-1.00	70-1.00	58-83	70-90
KID SUEDE	60-88	60-88	55-82	70-90
PATENT (Extreme)	48-56	48-56	50-58	76-82
SHEEP (Russet Linings)	18-23	18-22	19-22	23-25
KIPS (Corrected)	57-61	54-58	58-61	70-75
EXTREMES (Corrected)	45-53	40-46	48-52	60-65
WORK ELK (Corrected)	44-48	41-46	50-53	56-60
SOLE (Light Bends)	64-66	62-65	68-72	90-95
BELLIES	36-40	31-35	36-38	44-47
SHOULDERS (Dble. Rgh.)	58-65	54-59	58-60	77-80
SPLITS (Lt. Suede)	37-43	37-43	40-44	41-45
SPLITS (Finished Linings)	20-23	20-23	21-24	27
SPLITS (Gussets)	17-19	17-19	19-20	21-22
WELTING (1/2 x 1/8)	9	8	9	11-11 1/2
LIGHT NATIVE COWS	24 1/2-27	23 1/4-25 1/2	26 1/2	33

All prices quoted are the range on best selection of standard tannages using quality rawstock.

blues, dark browns, greens and reds move well. Colors regarded as big item for coming months. Suede sales pick up somewhat.

Men's weights: B 90-1.06; C 85-1.00; D 75-94; X 70-84; XX 60c.

Women's weights: B 93-1.05; C 87-97; D 80-92; X 70-86; XX 55-70c.

Suede: 1.10-1.20; 1.03-1.10; 90-93c.

### Kid Leathers

Philadelphia kid leather tanners report that business is good. Many say that they did very good business right at the show, getting a large volume of orders. Although there were the usual browns and blues shown, as well as some tones of red and green, black sold extremely well in suede and glazed. It appears that black will carry through as an important Spring color, judging from the amount of business done. Some activity is reported in blue and brown. White has not started to sell as yet. Black suede sold well at prices ranging from 72c. thru 77c. and 82c.; glazed from 65c. to 95c. Other prices in suede and glazed are the same as they have been for the past several weeks.

There continues to be an indication of a pick-up in satin mats. It is felt that the trend may increase and reach its peak next year but at this time orders do come in priced at 90-95c.-\$1.00. This sells in black only. Slipper kid is going very well in "all colors of the rainbow." Slipper manufacturers are buying heavily at this time for the Christmas season, and so are manufacturers of cowboy boots. Prices continue as quoted for past four weeks.

There is a market for linings in grays and tans. Linings are going well, mostly in grades priced from 45c. down to 30c. The rawskin market is now high again. Tanners see no real relief in sight as long as ECA continues to subsidize European competitors who can then pay high prices, and keep them up.

Suede: 40-50c.; 50-90c.

Slipper: 40-55c.

Satin mats: 90c.-\$1.00

Glazed: 25-65c.; 65-95c.; \$1.00-\$1.10

Linings: 30-50c.

Boston kid tanners find situation still unsettled. Some fairly good sales were reported at Leather Show but things have quieted since. Prices, however, remain unchanged at top levels although most buying is done considerably below these levels. Black suede, a season-round seller, brings up to 88c; good sales below 55c. Brown also wanted in same price range. Black glazed not too active; here also best sales made in cheaper grades below 60c. Some sales reported above this. Slipper kid quieter with tanners asking up to 55c. Lining not too active; tanners still ask 40c top but find better sales around 30c.

### Side Leathers

Boston side leather market slightly stronger, sales good. Tanners ask an average of 1c more on most leathers, find buyers still placing good orders as demand con-

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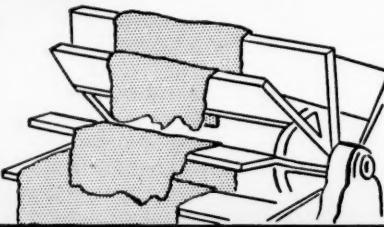
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tinues. Aniline type corrected extremes bring 59c and down; kips draw interest up to 61c. A few sales at 1c-2c higher reported in latter. Regular finish corrected kips move actively at 61c and below. Tanners ask and get up to 53c on corrected extremes; large sides bring up to 44c in good quantities. Work elk more active this week despite stronger prices. Full grain kips move moderately up to 78c with better sales made a few cents lower. Following are quotations on standard tannages:

Heavy Aniline Extremes: B 55-59;  
C 51-54; 45-47c  
Corrected Kips: B 53-61; C 51-59; D 49-57; X 43-50c  
Corrected Extremes: 45-53; 43-49; 41-47; 38-44c  
Corrected Large: 40-44; 38-42;  
36-40; 33-37c  
Work Elk: 44-48; 42-46; 40-44;  
38-42c

### Splits

A fairly active market with prices holding firm, say leading Boston tanners. Suede still somewhat slower than recently but fair sales reported here and there. Little likelihood of easier prices with hide market continuing strong. Tanners ask up to 43c for standard tannages of light suedes; report best sales at 41c and down. Heavy suede slower at 47c and down. Retan sole splits fairly active up to 40c. Work shoe splits move well at 30c and down. Good demand for finished linings with volume sales made at 19-22c. Gusssets active at 17-19c.

Light suede: 36-43; 34-41; 32-38c  
Heavy suede: 44-47; 42-44; 39-41c  
Retan sole: 40, 38, 35, 33, 30c  
Finished linings: 18-20; 20-22; 22-23c  
Gusssets: 17-19c

### Sheep Leathers

"Market slightly stronger on finished leather, much stronger on pickled skins," says leading Boston sheepskin tanner. As a result, many tanners ask 1c to 1c more this week on various leathers. Rawstock market reported as driest in long while. Growing demand for cheaper shoes and greatly lowered domestic and foreign skin supplies promise to keep market tight. Russells move well with boot linings selling up to 22c. Some sales reported at 23c but volume at 20c. Shoe linings bring 18-19c with bulk of sales at 14c to 16c. Chrome linings sales reported up to 28c; best sales at 26c. Colored vegetable linings do well at 22c and down. Improved demand for hat sweats. Scarce of horsehides spurs activity in garment grains. Good sales made up to 23c.

Russet linings: 23, 21, 19, 17, 13, 11c  
Colored vegetable linings: 22, 20, 18, 16, 14c  
Hat sweat: 26, 24, 22, 20c  
Chrome linings: 28, 26, 24c  
Garment grains: 25, 23, 21, 19c  
Garment suede: 26, 24, 22c

### Belting Leathers

Belting leather tanners in Philadelphia say that there is still great

activity in their business. Shoulders are continuing to sell well to specialties and welting men. The most popular weight is middle, which sells at 59c, although tanners are able to sell other weights. Prices for heavier weights remain firm. Transmission belting is going fairly well. Rough bend butts are still selling at the level reached several weeks ago.

Curriers report that the main volume of their business at this time is in shoulders—mostly 6 oz. weight—for waist belting equal to last year's business and considered very good. Shoulders are selling at an average price of 62c. Curried bend butts are not selling too well. Orders are received every once in a while, but on the whole business never did recover from the drop it took early in the year, and from this past bad summer. However, it has shown a pick-up in the past few weeks. Price lists which were revised August 18th to cover the increase in the rough leather markets still stand; there is variation among tanners' prices of no more than a cent in certain items.

AVERAGE BELTING PRICES			
No. 1 Ex. heavy	56	53	
No. 1 Ex. light	54	50	
No. 2 Ex. heavy	56	50	94-1.00
No. 2 Ex. light	54	48	94-98
No. 3 Ex. heavy	52	48	
No. 3 Ex. light	50	46	90

CURRIED BELTING			
	Best Seller	2nd	3rd
Bend butts	1.12	1.13	1.06
Centers 12"	1.46	1.36	1.26
Centers 24"	1.42	1.36	1.29
Centers 28"-30"	1.36	1.30-1.31	1.21-1.22
Wide sides	1.07	1.03	.96
Narrow sides	.97-.99	.95	.86
(Premiums to be added: X-light plus .10; light plus .05; X-heavy plus .10)			

## Welting

New welting orders continue small as most welting manufacturers hold out for 9c basis. Though shoe manufacturers did considerable advance buying at much lower prices, it is believed that current shoe production rate will use up most of inventories within a few weeks and buyers will be obliged to reenter the market. With double rough shoulders selling at their current price of up to 65c, welting cannot be produced at less than 9c for  $\frac{1}{4}$  by  $\frac{1}{4}$  inch stock. Specialty welting continues very active. Synthetic welting enjoys excellent call from makers of cheaper welts and stitchdowns.

## Glove Leathers

Local tanning interests are still trying to evaluate the "devaluation" of the pound sterling in terms of local leather prices. All raw stock for fine glove leathers is imported and a great deal of it from the sterling areas. Unless shippers raise prices to compensate for the reduction in the pound, glove manufacturers can look forward to cheaper leather for next year's run. In the meantime some business has been done in pigskin stains, probably in anticipation of the settlement of the strike. Finished leather in all grades commands a ready sale. The tenth week of the strike finds everything quiet on the labor front. The few pickets on duty are orderly and no tanner has attempted to open its doors.

## Work Glove Leathers

Midwestern tanners took news of Britain's devaluation of the pound sterling right in stride. There were very few comments forthcoming from most tanners up to the moment. Many of them have withdrawn price listings and are sitting back appraising the weekend development. Up to that time, the biggest portion of the past week has been rather normal, insofar as volume business, production and the price structure.

In work glove leathers, the three major grades of No. 1, 2 and 3, in light-medium weights, are holding at 19c, 18c and 17c, respectively. In some instances, specialty lots may bring a penny more, whereas tannery run lots may figure a cent under. Regardless of the level, tanners report a fair amount of business is being done, at least enough to maintain operations.

## Garment Leathers

Both garment and horsehide leather tanners here in the Midwest have maintained unchanged prices. However, the tone in each market is generally described from at least steady to perhaps slightly stronger, especially in horsehide leathers.

Garment leather tanners' business has slackened somewhat as the Fall and Winter seasons are just about completed, with the exception of last-minute orders.

Suede garment prices rule from 26c down to 22c, depending on the grade and quality, with grain garment bringing 22c down to 18c.

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Horsehide leathers with average around 35c, with the very best bringing from 38c and up.

### Bag, Case and Strap

Bag, case and strap leather tanners are not alone when it comes to the question of—"What's all this devaluation going to do with our market?" It's a popular question these days, and, from all indications, Midwestern tanners in this market certainly have no answer.

Meanwhile, the market during the past week has enjoyed rather fair business. In fact, this has held ever since the general price decline of approximately 3c several weeks ago. It has proved a highly satisfactory adjustment.

2 ounce case	42-39c
2½ ounce case	45-42c
3½ ounce strap	53-50c
4 ounce strap	56-53c
5 ounce strap	50-57c



### Massachusetts

- Atlantic Stay Corp., Boston, has filed petition for leave to sell assets, it is reported.
- Elco Shoe Co., Boston, is reported in the process of liquidation.
- Clifton Leather Co., leather manufacturers, was recently organized in Peabody as a subsidiary of Harry Mann Leather Co., Inc.
- Daly Bros. Shoe Co., Inc., footwear manufacturers, is reported to have sold its Marion, Indiana, plant to H. C. Godman Co., Columbus, O.

### Philadelphia

- William Amer Co., Philadelphia goatskin tanners, recently held its annual outing at Seaview Country Club, Atlantic City. A golf tournament and banquet featured the event which was attended by key men of the firm and agents from various territories.

### California

- Assets of Jay-Dee Leather Products Co., Redwood City, were reported sold at public auction. Further reports indicate no funds are available for distribution to unsecured creditors.

### New Hampshire

- Production at Royce Shoe Co., Claremont, will be halted within a few days unless new orders arrive, company officials report. Peak employment at the plant is 400 but president Herbert Shapiro predicts full employment not likely again until early next year.

### Washington, D. C.

- Production of shoes with leather soles took a further percentage drop in June, declining from 56.2 per cent in May to 54.1 per cent. The figure for June 1948 was 63.3 per cent.

- Exports of rubber footwear, soles and heels reached a value of \$1,792,220 for the first seven months of 1949 or about \$1,358,643 less than for this period a year ago, the Commerce Dept. reports. All U. S. exports of domestic rubber, allied gums and manufactures dropped 16.4 per cent as compared to last year but the ratio of decrease for rubber footwear, soles and heels was about 50 per cent.

- The Commerce Dept. reports that Hungary has been meeting with difficulties in the production of leather due to basic raw material shortages. However, in the first quarter of 1949, leather and footwear output reached the 1938 level and an average monthly output of 500,000 pairs of shoes is expected for this year.

- A gradual expansion of the nation's livestock population is now underway, thus arresting a decline which began during the war, according to the Commerce Dept. The department also cites the sharp reduction in the slaughter of mature cows as indicating an expansion in breeding herds.

### New York

- O. S. Tyson and Co., Inc., advertising and sales promotion firm, celebrated its 25th anniversary in Aug. The firm was founded on Aug. 13, 1924 by Oscar S. Tyson and Leonard W. Seelisberg.

## PERSONNEL

▲ Maxwell Field, executive vice president of the New England Shoe and Leather Assn., has been attending a Joint Orientation Conference of leading industrialists, newspaper and professional men. Purpose of the conference, called by Secretary of Defense Louis Johnson, is to acquaint the group with current military problems and national defense. Field visited Washington, D. C., Eglin Air Base in Florida, Fort Benning, Ga., and Norfolk Navy Base. He will present report of the conference to Association directors at a board meeting Sept. 28.

▲ Sam Savoca has not been connected with A. J. Beford Shoe, Inc., Lititz, Pa., manufacturers of stitched-downs, since Sept. 1. The business will be conducted as usual by president Richard Gould.

▲ Warren S. Lane has been appointed sales manager for the Men's Division, Stetson Shoe Co., So. Weymouth, Mass. Lane has been traveling the Eastern Central territory for Stetson's Men's Division during the past 10 years. He and B. L. Wales, sales manager of the Women's Division, will be at the National Shoe Fair in Chicago with their new spring lines.

▲ Alva Walker is now selling for Armour Leather Co., and will cover upper New York State and part of Massachusetts. A graduate of Cornell, he received a four-months training period at the tannery.

▲ Harry A. Handel is now covering the Eastern Seaboard for Framingham Shoe Co., Framingham, Mass. Handel is selling the firm's line of men's Goodyear welts retailing at \$5 to \$7. He was formerly associated with Koss Shoe Co., Auburn, Me.

▲ Frank Riley is now associated with Koss Shoe Co., Auburn, Me. Formerly with Daly Bros. Shoe Co., and Saxe-Glassman Shoe Co., Saco, Riley is in charge of styling, selling and general shoemaking for the firm.

▲ James J. Norconk has been named New York State representative for Freeman Shoe Corp., Beloit, Wis. Norconk was formerly with Florsheim Shoe Co.

▲ Harry V. Anderson has been elected president of Wolfe Wear-U-Well Corp., succeeding the late Benjamin C. Hommon. R. H. Solsberry, R. L. Zalk and T. W. Dawson were named vice presidents; Glenn W. Davis, assistant vice president; Robert T. Crew, secretary; R. S. Wolfe, treasurer; and Edgar T. Wolfe, chairman of the board.

▲ Frank Tilt has retired as southwestern representative for the "Walk-Over" line manufactured by Geo. E. Keith Co., Brockton, after 27 years of service with the company. He is succeeded in his territory by Phil F. Graffis, formerly West Coast representative for House of Crosby Square. Maxwell E. Miller takes Graffis' place.

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&  
Tanners'  
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HUBBARD 0513

# HIDES and SKINS

Market firm after news of devaluation. Sales slow up slightly as tanners await developments before buying heavily.

## Packer Hides

The packer market showed a very confident position this week despite news of the devaluation of the British pound sterling and the subsequent devaluations of other currencies. Some traders felt that prices would go sharply lower, but this did not prove to be true.

Steady money trading this week, did not mean that the market was not in for some readjustment, but indicated that the market, as a whole, would take very practical position and take any downward move in stride. Total business this week amounted to about 65,000 hides, the only advance registered in extreme light native steers at 30c, 1/2c higher than last trading.

While mostly steady, business was felt to be a rather bold sign, considering the bearishness lent to the market by devaluation. Tanners apparently are not afraid of any immediate adjustment in domestic hide prices, and are willing to go in and buy hides. Business this week centered largely on light native cows and branded cows, but a few extreme light steers, heavy native steers, heavy cows and butt brands did sell.

This market will be a little uncertain, however, even though there is some confidence shown. Tanners, and sellers also, will be anxious to see what develops on the Argentine peso situation, just how many hides are available there, and whether the price will be low enough. Only time will tell.

## Small Packer Hides

The small packer market is still suffering from unbalanced demand. Light hides, wanted by tanners,

cannot be had in most sections because regular accounts are being handled first. Heavy hides, while not coming through fast, are available, principally because tanners do not want the hides.

The market position is unchanged, tanners figuring 22 to 22 1/2c selected for 48/50 lb. average hides. Sellers are inclined to quote higher, around 23 to 24c selected. Lighter hides bring fancier ideas among tanners, and also among sellers. Averages around 44/45 lbs. are quoted up to 24 and 24 1/2c selected, with 38/40 lb. averages up around 27c. selected. Lighter hides bring rapidly advancing levels when they get around the 40 to 45 lb. average bracket. Scarcity of offerings and good quality lots among these weights puts them in a very desirable position.

## Packer Calfskins

The packer calf market is holding unchanged. Sales early this week, following the trading of last week, held prices to the steady levels of 65c. for Northern new trim lights, with heavies going at 55c. Riverpoint skins sold at 47 1/2c for the heavies and 57 1/2c for the lights, new trim basis.

New York trimmed calfskins, packers, are quoted unchanged at \$4.00 for 3 to 4's, \$4.50 for 4 to 5's, \$5.00 for 5 to 7's, \$5.50 for 7 to 9's, and \$7.25 for 9 to 12's. Big packer regular slunks are quoted at \$2.75.

## Packer Kipskins

Packer kip was also held to steady levels this week after the trading of last week. Another seller moved about 14,000 kip, a considerably larger quantity than sold last week, at 50c for the Northern and Riverpoint native kip and 45c. for the native overweights. This puts the kip market on a definitely higher plane than it was before the business last week.

## QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago
Native steers .....	24 - 25 1/2	25	23 - 24	28 1/2
Ex. light native steers .....	30	29 1/2	29	29 1/2 - 30 1/2
Light native cows .....	24 1/2 - 27	24 1/2 - 27	23 - 25	26 1/2
Heavy native cows .....	23 1/2 - 24 1/2	23 1/2 - 24 1/2	22 - 23 1/2	28 1/2 - 29
Native bulls .....	17 1/2	17 1/2	16 1/2 - 17	17 - 17 1/2
Heavy native steers .....	21	21	19 1/2	26
Light Texas steers .....	22	23	21 1/2	26
Ex. light Texas steers .....	26	27	25 1/2	27 1/2
Butt branded steers .....	21	21	19 1/2	26
Colorado steers .....	20 1/2	20 1/2	19 1/2	25 1/2
Branded cows .....	22 1/2 - 23 1/2	22 1/2 - 23	21	24 1/2
Branded bulls .....	16 1/2	16 1/2	15 1/2 - 16	16 - 16 1/2
Packer calfskins .....	55 - 65	52 1/2 - 65	40 - 50 1/2	42 1/2 - 55
Chicago city calfskins .....	40	35	35	35
Packer kipskins .....	50	45 - 47 1/2	45	35
Chicago city kipskins .....	35	28	28	27

## HIDE FUTURES

COMMODITY EXCHANGE, INC., FUTURES MARKET

	Close Sept. 21	Close Sept. 14	High For Week	Low For Week	Net Change
December .....	26.15B	20.75	21.10	19.65	- 60
March .....	18.95B	20.30B	20.70	18.50	- 135
June .....	18.45B	20.00B	20.50	17.50	- 155
September .....	18.25B	19.80B	20.05	20.05	- 155

Total sales, 382 lots.



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HELP YOU MAKE BETTER  
LEATHERS AT LOWER COST"

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PENNSYLVANIA  
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BATES  
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LEATHER FILLERS  
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SOLE LEATHER  
FINISHES  
•  
SPONDING AND  
WASHING COMPOUNDS  
•  
TANNERS SUGAR  
AND LIME  
•  
COLLOIDAL CLAYS  
•  
CHEMICALS

## THE INDUSTRY'S GUIDE BOOK ON TANNING

TANNING PROCESSES,  
by August C. Orthmann,  
international leather authority. This 414-page technical classic includes the newest of practical information in the industry. Price \$12.50. Rumpf Publishing Co., 300 W. Adams St., Chicago 6, Ill.

Meanwhile the packer New York trimmed kip market is unchanged. Packer 12 to 17's are holding at \$8.50, while the 17's and up are quoted at \$9.50.

### Country Hides

The country hide market is unchanged, keeping a little on the sluggish side. While some tanners have been willing to figure slightly higher at times, the interest in the market is very thin. Tanners feel as though the market for 48/50 lb. average allweight 1's and 2's, depending upon quality and point of take-off, should be around 18 to 18½ flat trimmed—but sellers have different ideas. Some of their ideas are up to 19 and 19½c., in fact some have quoted to 20c. on those hides at times.

Lighter hides will bring higher buyers' ideas, however. Lighter stock around 44/45 lbs. average has been quoted up to 19½ and 20c. flat trimmed, with light hides, around 40 lbs. average quoted up to 21c flat trimmed.

### Country Calfskins

The country calf market is holding up a little better since the establishment of values in the big packer market. The price range on the country untrimmed allweights is around 28c., with up to 30c. quoted on some of the all-light lots. However, there has been no trading at those levels, particularly in the lights alone, because sellers are not anxious to select out all the lights. City untrimmed allweights are figured around 40c., although this price varies with the type of take-off and the quantities available. All lights would probably bring premiums.

New York trimmed collector skins are unchanged at \$3.00 for 3 to 4's, \$3.25 to 4 to 5's, \$3.75 for 5 to 7's, \$4.75 for 7 to 9's, and \$6.00 for 9 to 12's.

### Country Kipskins

The country kipskin situation is better. Prices are not necessarily at trading levels, but firmer indications of the market than they have been recently. Country untrimmed kip is quoted at 27c. City skins are quoted at 35c. New York trimmed collector kipskins are holding at \$7.00 for 12 to 17's, and \$8.00 for 17's and up.

### Horsehides

The horsehide market is firm to strong at \$10.50 to \$10.75 for 60 lb. Midwestern trimmed hides. Some lots of heavier hides have been quoted at higher money, but most sales seem to be made in selections around 60 lbs. There are not too many offerings around and quite a lot of



**CHARMOOZ**  
THE PERFECT SUEDE LEATHER  
BLACK AND COLORS

**AMALGAMATED LEATHER CO.'S. INC.**  
WILMINGTON 99, DELAWARE

Conflicting and unconfirmed rumors have been coming out of Fulton County regarding the strike situation. One reported a meeting between the association and the union and said favorable results were expected before the end of the week. However, this was difficult to confirm. New York houses, who have their own agents in the County, have been advised that there is a possibility that some solution may be devised but they know of no actual meeting called. The union is not quite as adamant in demands as before and possibly this may account for the various reports circulated that the strike is nearing its end.

On the various raw stock markets, it is as yet too early following the currency devaluation for any business to result. Most shippers are not offering, wanting to obtain an idea from buyers here as to what they will pay. Buyers, on the other hand, are waiting for the sellers to come out with actual offerings, so that they can see what savings will materialize from the devaluation. One importer stated that he received advices from one of his shippers to the effect that he is willing to sell skins at the same prices as last week but in dollars. Generally, shippers are waiting and the feeling in the trade is that there will be very little business consummated this week, as buyers are making no expression of ideas, waiting for the sellers to come out with definite offers. This makes for a "status-quo" situation.

At the Sydney sheepskin sale of Sept. 16th, 45,000 skins were offered. Good shearlings two to three pence higher while pulling skins, merinos and comebacks were two to four pence lower, crossbreds one to three pence lower, short wool skins ½ to 1½ pence lower, lambskins and hoggets one to two pence lower, Australian currency.

### Goatskins

Market quiet although tanners and importers feel devaluation of pound and other exchanges will greatly improve trading in goatskins. Importers believe new exchange rates will put black market out of business and chase many speculators out. Traders say markets to watch are main sterling area markets such as Mombassas, Nigerians, Amritsars and Southern Indias. This will determine relative values of Mochas, North Africans and Latin Americans. However, no trading basis established as yet. Although general feeling is optimistic, devaluation is unlikely to bring rawstock prices down as much as expected. Indication is importers will raise prices to keep them at par set under old exchange rates.

# WANT ADS

## ADVERTISING RATES

Space in this department for display advertisements is \$5.00 per inch for each insertion except in the "Situation Wanted" column, where space costs \$2.00 per inch for each insertion.

Undisplayed advertisements cost \$2.50 per inch for each insertion under "Help Wanted" and "Special Notices" and \$1.00 per inch for each insertion under "Situation Wanted."

Minimum space accepted: 1 inch. Copy must be in our hands not later than Wednesday morning for publication in the issue of the following Saturday.

Advertisements with box numbers are strictly confidential and no information concerning them will be disclosed by the publisher.

**THE RUMPF PUBLISHING CO.**  
300 W. Adams St. Chicago 6

## Special Notices

### Leather For Sale

Approximately 3,700 ft. Genuine Sharkskin made by Ocean Leather, color Brown, natural grain. Price 50c per ft. FROEHLICH, 421 Hudson St., New York City

### For Sale Complete Sole Leather Tannery Equipment

UNHAIRING AND FLESHER MACHINES  
2-Turner 10½ foot No. 22 Unhairing  
2-Turner 9 foot No. 12 Unhairing

3-Turner 9 foot No. 12 Flesher

SETTING MACHINES  
2-Woburn 64" Type B  
5-Turner 36" Drum  
6-Turner 72" Drum

PENDULUM ROLLERS

6 sets of four units Shapley-Wells

4 sets of twelve units Shapley-Wells

BLEACHING MACHINES COMPLETE

2-Turner Caley Heater

MONOBELT DRIVES

2-Shepard Niles D.C. cab operated

One 5 ton and one 3½ ton  
Rocker Machinery, Pumps, Mills, Tanks, Motors, Unit heaters, Circulating Fans, Transporters, Trucks and other miscellaneous equipment.

All equipment available for inspection  
at

**THE AMERICAN OAK LEATHER CO.**  
KENNEN AND DALTON AVES.  
CINCINNATI 14, OHIO

## Equipment Wanted

WANTED: One belt-driven hydraulic belt press with self-contained unit—platen either 12" x 30" or 18" x 30". One 18" or 24" bench-type hand stripping gauge to cut belting to different widths. Address K-14, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

## Tannery Wanted

**SMALL TANNERY WANTED IN NEW YORK METROPOLITAN AREA.**

Address K-17,  
c/o Leather and Shoes,  
300 W. Adams St.,  
Chicago 6, Ill.

## Situations Wanted

### Superintendent

**SHOE FACTORY SUPERINTENDENT** A good man available with list of references. Knows all types of women's shoes and can get the work out. Apply Box H-25, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

### Leather Salesman

A SHOE FACTORY leather expert, who has inside knowledge of what grades and qualities of leather can be used for any particular type of shoe, seeks position as upper leather salesman. Because of long experience in shoe business, he can act as consultant in trouble-shooting, demonstrate to buyers how your leather fits into their shoes. Has just finished four years as leather expert for prominent group of factories, wants to get in selling. Best of references. Address K-10, c/o Leather and Shoes, 10 High St., Boston 10, Mass.

### Packing Room Foreman

**PACKING ROOM FOREMAN**—exceptionally able packing room man available. Knows his job thoroughly and can really produce. This man can save you money while turning out good work. Apply Box H-28, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

### Stockfitting Foreman

**STOCKFITTING FOREMAN** available at once. If you need a stockfitting man who can take full charge and turn out the work, apply to Box H-27, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

They get results! Use..... LEATHER and SHOES WANT ADS!

... for quick turnover of odd lots of leather and materials.  
... for sale of machinery, equipment, plants, etc.  
... for new positions, expert help, selling agents, representatives.

Copy received on Thursday will appear in following Saturday's issue.

**LEATHER & SHOES**  
The International Shoe and Leather Weekly  
300 W. Adams St., Chicago 6, Ill.

## Cutting Room Foreman

**Cutting Room Foreman**—Here is a really good cutting room man for any shoe factory. Knows leather and can do buying. Best of references. If you want a top-notch man apply to Box H-26, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

## Help Wanted

### Wanted—Chamois Tanner

**EXPERIENCED TANNER** for oil tanned chamois. Must be capable technician and good production man. Write stating qualifications and references.

Address K-16,  
c/o Leather and Shoes,  
300 W. Adams St., Chicago 6, Ill.

### Sales Agent Wanted

**TOPLIFT MANUFACTURER** looking for a good man to sell products for Finders and Shoe Manufacturers. Good opportunity for right man. Commission basis.

Address K-18,  
c/o Leather and Shoes,  
300 W. Adams St., Chicago 6, Ill.

### Salesmen

**SALESMEN** visiting shoe repair shops to sell line of guaranteed rebuilt Army shoes. Good commission basis. Apply to Box H-29.

**RELIABLE JOBBERS IN SHOE CO., INC.**  
2009 Monterey Avenue,  
Bronx 57, New York

### Sewing Machine Operator

**WANTED:** Experienced operator on Campbell and other sewing machines, for case work. Good pay for a good operator. Plant located in west suburban town near Chicago. Address K-19, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

### Tannery Superintendent

**TANNERY SUPERINTENDENT**  
**WANTED** in New York metropolitan area to take full charge of reptile and fine leathers tanning.

Address K-20,  
c/o Leather and Shoes,  
20 Vesey St.,  
New York 7, N. Y.

### Experienced Finisher

**WANTED:** EXPERIENCED FINISHER qualified on all fancy leathers water and lacquer. Must be able to handle labor and production.

Address K-6,  
c/o Leather and Shoes,  
20 Vesey St.,  
New York 7, N. Y.

## OPEN POSITIONS

Production Superintendent, experienced staple welt cement constructed shoes. Canadian territory. Salary \$5,000.

Assistant Superintendent, experienced small plant, welt shoes. Advance to superintendent. Central New York State. \$5,000 and up.

**AL HOWE SERVICES, Inc.**  
(A Management Service)  
5629 W. 63rd St., Chicago 38

## Coming Events

Sept. 1949—Child Foot Health Month.  
National Foot Health Council.

Oct. 31-Nov. 3, 1949—National Shoe Fair, Chicago, Ill. Sponsored by National Shoe Manufacturers Assn. and National Shoe Retailers Assn. Headquarters at Palmer House.

Nov. 2-3, 1949 Fall Meeting and Annual Convention, National Hide Assn., Edgewater Beach Hotel, Chicago.

Nov. 3-4, 1949 Annual meeting Tanners' Council of America, Inc., Edgewater Beach Hotel, Chicago, Ill.

Nov. 5-9, 1949 Pennsylvania Shoe Travelers Show, William Penn Hotel, Pittsburgh, Pa.

Nov. 6-9, 1949—Advance Spring Showing, Southeastern Shoe Travelers, Inc., Sheraton Bon Air Hotel, Augusta, Ga.

Nov. 6-9, 1949—Annual Michigan Shoe Fair, sponsored by Michigan Shoe Travelers Assn. and Michigan Shoe Retailers Assn. Hotel Statler, Detroit, Mich.

Nov. 12-16, 1949—Mid-Atlantic Shoe Show, sponsored by Middle Atlantic Shoe Retailers and Travelers Assn. The Benjamin Franklin, Philadelphia, Pa.

Nov. 13-16, 1949—Spring Shoe Show, sponsored by Southwestern Shoe Travelers Assn. Adolphus, Baker & Southland Hotels, Dallas, Tex.

Nov. 27-Dec. 1, 1949—Popular Price Shoe Show of America, sponsored by New England Shoe and Leather Assn. and National Assn. of Shoe Chain Stores, Hotels New Yorker and McAlpin, New York City.

Dec. 4-6, 1949—Spring Shoe Show sponsored by the Indiana Shoe Travelers' Association, Inc. Hotel Severin, Indianapolis, Indiana.

Jan. 7, 1950—Annual Banquet, New England Shoe Foremen and Superintendents' Assn., Inc., Imperial Ballroom, Hotel Statler, Boston, Mass.

## Wisconsin

• The Schweinigl Club will hold its annual outing and get-together Tuesday, Sept. 20, at the Ozaukee Country Club, Milwaukee. Further details may be had by phoning Pete Gebhardt or C. Siegman at Daly 8-6919.

## North Carolina

• Joe Levine, trading as Levine's Department Store, in Hamlet, is reported offering 25 percent settlement to general creditors.

## Illinois

• The National Shoe Foundation for Disabled Feet opened its first branch office Sept. 8 in Chicago. The new Chicago laboratory will make casts for shipment to the central Boston laboratory where lasts, patterns and inmolds will be made.

• A. & A. Mfg. Co., manufacturers of leather specialties and mechanical leather products, has opened a Chicago office. Albert F. Ross is district manager.

## Massachusetts

• South Leather Co., has been organized in Boston with authorized capital of 5000 shares Common no par value. Officers include I. Finkelman, president; Saul Katzman, vice president; A. Finkelman, director, and Ruth A. Flayderman, clerk.

## New York

• Evy Footwear Co., Inc., Brooklyn playshoes manufacturers, has discontinued production in its Brooklyn plant but will continue to make shoes at the factory of Billig Shoe Co., Inc., Peckville, Pa.



**WRINGER**

THE only successful press that prepares Sole Leather for drum tanning, extracting and oiling.

Also prepares both bark and chrome tanned sides and whole hides for the skiving and splitting machine.

**Quirin Leather Press Co.**  
Olean, New York

## TABER PUMPS

• Have been meeting the special requirements of the Tannery since 1859. Write for Bulletin TP-629.

**TABER PUMP CO.**  
(Est. 1859)  
300 Elm Street Buffalo, N. Y.

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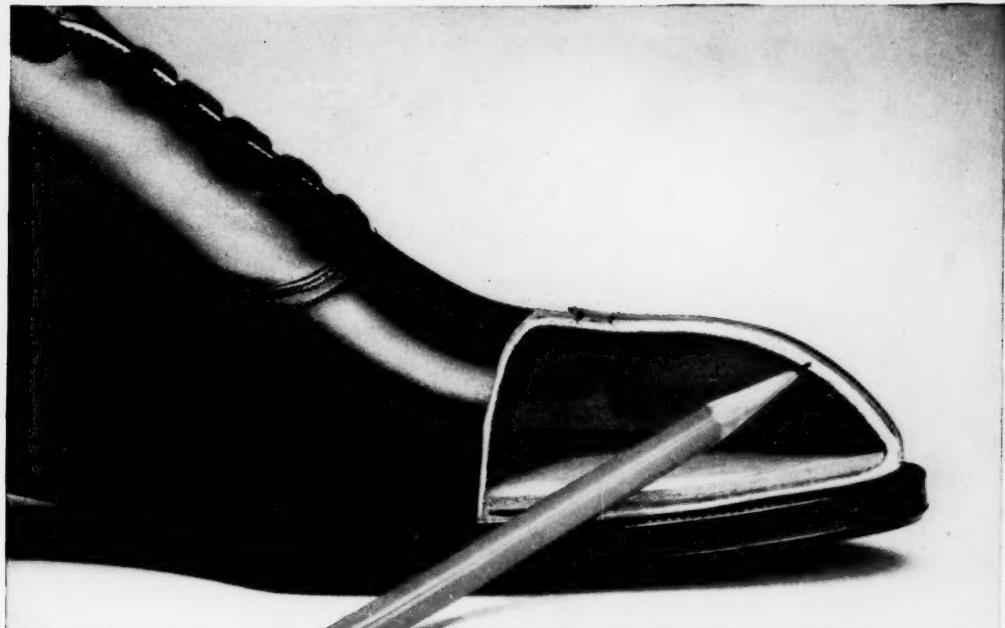
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## ROBESON PROCESS COMPANY

GENERAL OFFICES  
500 Fifth Avenue  
New York 16, N. Y.

OPERATING PLANT AT  
Erie, Pa.



# Wrinkle-Free Toe Linings AND NO QUESTION ABOUT IT!

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## BUILD COMFORT AND SALES WITH \*CELASTIC!

For over twenty years Celastic box toes have brought positive toe comfort to men, women and children. The assurance that toe linings are permanently secure . . . in one style or one hundred . . . in one shoe or one million, is the Celastic contribution to toe comfort. Good will and consumer satisfaction accumulated by year after year of Celastic performance prove that it's good business to provide your customers with the best.



UNITED SHOE MACHINERY  
CORPORATION  
BOSTON, MASSACHUSETTS

\*"CELASTIC" is a registered trade-mark of the Celastic Corporation

*Robin Hood is an*  
Evans Slipper

so soft and snug in



*Colonial*  
**VELKA**

(SIDE LEATHER)



*Your smart ideas will work out just as  
smartly in Colonial Velka. Write for  
authentic color samples today.*

Evans' Robin Hood is designed to give the comfort of a sock, and an important part of that design is mellow Colonial Velka. This slipper is unlined to take full advantage of the soft, smooth comfort of supple Colonial Velka.

**COLONIAL TANNING COMPANY, INC., BOSTON 11, MASSACHUSETTS**